



SECURITIES AND U4019984

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### ANNUAL AUDITED REPORT FORM X-17A-5 PART III

**FACING PAGE** 

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder

REPORT FOR THE PERIOD BEG	INNING JULY 1, 2003 AND E	ENDING JUNE 30, 2004  MM/DD/YY	
	A. REGISTRANT IDENTIFICATION	200	
NAME OF BROKER-DEALER:	Pequoia Cquities Loque Secret	OFFICIAL USI	E ONLY
	E OF BUSINESS: (Do not use P.O. Box No.)	FIRM I.D.	NO.
1777 BOTELHO DRIVE, SU	ITE 300 (No. and Street)		
TATAWW CDDDD C. O. C.	,		
WALNUT CREEK, CA 9459	(State)	(Zip Code)	
NAME AND TELEPHONE NUMB	ER OF PERSON TO CONTACT IN REGARD T	(925) 945-0900	
		(Area Code - Telephon	e Number
	B. ACCOUNTANT IDENTIFICATION		
INDEPENDENT PUBLIC ACCOU	NTANT whose opinion is contained in this Repo	rt*	
	(Name - if individual, state last, first, middle no	ame)	
100 DOTNOTE AVENUE CUT	THE SOO LISTNING CORRES OF OVERO		
(Address)	CTE 600, WALNUT CREEK, CA 94596 (City)	(State) (Zip C	ode)
CHECK ONE:		BDACTOOF &	
☑ Certified Public Acco	ountant	PROCESSED	
☐ Public Accountant		AUG 2 3 2004	
☐ Accountant not reside	ent in United States or any of its possessions.	> THOMSUN	
	FOR OFFICIAL USE ONLY	FINANCIAL	

\*Claims for exemption from the requirement that the annual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See Section 240.17a-5(e)(2)

Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

SEC 1410 (06-02)

#### **OATH OR AFFIRMATION**

I, MARK S. CARTER	, swear (or affirm) that, to the best of
my knowledge and belief the accompanying f	financial statement and supporting schedules pertaining to the firm of
SEQUOIA EQUITIES SECURITIES CO	DRPORATION , as
of JUNE 30	, 20 04 , are true and correct. I further swear (or affirm) that
neither the company nor any partner, proprie	etor, principal officer or director has any proprietary interest in any account
classified solely as that of a customer, except	
viassified solely as mar of a pastomer, except	<b>35</b> 10110 H3.
	Signature
	// · / ·
	Title
Cn p.0.200	MELINDA L. PEDERSEN
Theling-ted	Commission # 1454202
Notary Public	Notary Public - California Contra Costa County
This report ** contains (check all applicable by	
(a) Facing Page.	55.055).
(b) Statement of Financial Condition.	
(c) Statement of Income (Loss).	
(d) Statement of Changes in Financial Co	
	s' Equity or Partners' or Sole Proprietors' Capital.
(f) Statement of Changes in Liabilities S	ubordinated to Claims of Creditors.
(g) Computation of Net Capital.	
	eserve Requirements Pursuant to Rule 15c3-3.
	on or Control Requirements Under Rule 15c3-3.
	ate explanation of the Computation of Net Capital Under Rule 15c3-3 and the Reserve Requirements Under Exhibit A of Rule 15c3-3.
	I and unaudited Statements of Financial Condition with respect to methods of
consolidation.	and unaudited Statements of Financial Condition with respect to methods of
(1) An Oath or Affirmation.	
(i) An oddi of Affiliation.  (m) A copy of the SIPC Supplemental Rep	port.
	quacies found to exist or found to have existed since the date of the previous audit.
X (o) Independent auditors' rep	port on internal accounting control.
**For conditions of confidential treatment of	certain portions of this filing, see section 240.17a-5(e)(3).

# INDEX TO FINANCIAL STATEMENTS June 30, 2004 and 2003



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ONE WALNUT CREEK CENTER 100 PRINGLE AVENUE, SUITE 600 WALNUT CREEK, CA 94596

#### Independent Auditors' Report

TELEPHONE (925) 979-0600 FAX (925) 979-0606 EMAIL fta@ftandrewscpa.com

To the Board of Directors Sequoia Equities Securities Corporation Walnut Creek, California

We have audited the accompanying statements of financial condition of Sequoia Equities Securities Corporation, a California Corporation, as of June 30, 2004 and 2003 and the related statements of operations, changes in stockholders' equity, changes in subordinated borrowings, and cash flows for the years then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Sequoia Equities Securities Corporation as of June 30, 2004 and 2003 and the results of its operations and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedules I, II and III is presented for the purpose of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by rule 17a-5 of the Securities and Exchange Commission. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

F. T. Andrews & Co.

August 6, 2004

# STATEMENTS OF FINANCIAL CONDITION June 30, 2004 and 2003

	2004	2003
ASSETS		
Cash Receivable	\$ 12,436 930	\$ 14,057 0
Total assets	\$ 13,366	\$ 14,057
LIABILITIES AND STOCKHOLDERS  Liabilities:  Due to affiliated company	\$ 2,400	\$ 1,200
Other payable  Total liabilities	<u>3,205</u> 5,605	3,205 4,405
Stockholders' equity: Common stock of \$3.33 par value. Authorized 10,000 shares; Issued and outstanding 3,000 shares Additional paid-in capital Accumulated deficit	9,999 120,613 (122,851)	9,999 107,015 (107,362)
Total stockholders' equity	7,761	9,652
Total liabilities and stockholders' equity	\$ 13,366	\$ 14,057

See accompanying notes to financial statements.

### STATEMENTS OF OPERATIONS Years Ended June 30, 2004 and 2003

	2004	2003
Revenues:		
Concessions	\$1,455,450	\$ 655,386
Total revenues	1,455,450	655,386
Expenses:		
Commissions	1,454,520	655,712
Other operating expenses	15,770	13,251
Total expenses	1,470,290	668,963
Other income and expense:		
Interest income	151_	0
Loss before income taxes	(14,689)	(13,577)
Income tax expense	800	800
Net loss	\$ (15,489)	\$ (14,377)

### STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY Years Ended June 30, 2004 and 2003

	Common Stock	Additional Paid-In Capital	Accumulated Deficit	Stockholders' Equity
Balance at June 30, 2002	9,999	\$ 91,786	\$ (92,985)	\$ 8,800
Capital contribution	0	15,229	0	15,229
Net loss	0	. 0	(14,377)	(14,377)
Balance at June 30, 2003	9,999	107,015	(107,362)	9,652
Capital contribution	0	13,598	0	13,598
Net loss	0	0	(15,489)	(15,489)
Balance, June 30, 2004	9,999	\$ 120,613	\$ (122,851)	\$ 7,761

### STATEMENTS OF CHANGES IN SUBORDINATED BORROWINGS Years Ended June 30, 2004 and 2003

	200	04	200	03
Subordinated borrowings at beginning of year, July 1, 2003	\$	-	\$	-
Increases		0		0
Decreases		0		0
Subordinated borrowings at end of year, June 30, 2004	_\$		\$	

### STATEMENTS OF CASH FLOWS Years Ended June 30, 2004 and 2003

	2004	2003
Cash flows from operating activities: Net loss (Increase) decrease in receivables Increase (decrease) in payables	\$ (15,489) (930) 1,200	\$ (14,377) 326 (3,800)
Net cash used by operating activities	(15,219)	(17,851)
Cash flows from financing activities: Capital contribution	13,598	15,229
Net cash provided by financing activities	13,598	15,229
Net (decrease) increase in cash	(1,621)	(2,622)
Cash at beginning of year	14,057	16,679
Cash at end of year	\$ 12,436	\$ 14,057
Supplemental disclosures of cash flow information:		
Cash paid during the year for: Income taxes	\$800	\$1,600

See accompanying notes to financial statements.

#### NOTES TO FINANCIAL STATEMENTS June 30, 2004 and 2003

#### 1. Summary of Significant Accounting Policies

#### Method of Accounting

The accompanying financial statements are presented using the accrual method of accounting in accordance with generally accepted accounting principles.

#### Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

#### 2. <u>Description of Business</u>

Sequoia Equities Securities Corporation ("the Company") was formed in March 1983 and is a registered broker-dealer with the Securities and Exchange Commission and the State of California. The primary function of the Company is the brokering of real estate limited partnership units of partnerships formed by the Company's stockbrokers or other affiliates. The Company does not hold customer funds or invest in securities.

#### 3. Income Taxes

Components of income tax expense are as follows:

	Federal		State		<u> </u>	`otal
2004 - Current	\$	-	\$	800	\$	800
2003 - Current	\$	_	\$	800_	\$	800

At June 30, 2004 there are federal net operating loss carry forward of approximately \$122,826 and state net operating loss of approximately \$67,190. The net operating losses will expire in the years ending June 30, 2004 through 2020 for federal and years ending June 30, 2004 through 2010 for state. For the year ended June 30, 2004, all state net operating loss carry forward were suspended.

### NOTES TO FINANCIAL STATEMENTS June 30, 2004 and 2003

#### 4. Net Capital Requirements

The Company is subject to the Securities and Exchange Commission Uniform Net Capital Rule (rule 15c3-1), which requires the maintenance of minimum net capital and requires that the ratio of aggregate indebtedness to net capital, both as defined, shall not exceed 15 to 1. At June 30, 2004 and 2003, the Company had net capital of \$7,761 and \$9,652 respectively, which was \$2,761 and \$4,652 in excess of its required net capital of \$5,000. The Company's net capital ratio was .7 to 1 and .5 to 1 respectively for the years ended June 30, 2004 and 2003.

#### 5. <u>Affiliate Expense Agreement</u>

The Company is being charged by an affiliated Company a flat fee of \$100 per month for its share of office operating expenses. Amounts owed under this agreement were \$2,400 and \$1,200 respectively, at June 30, 2004 and 2003.

### SCHEDULE I COMPUTATION OF NET CAPITAL UNDER RULE 15c3-1 OF THE SECURITIES AND EXCHANGE COMMISSION As of June 30, 2004

Net capi	tal:			
-	stockholders' equity		\$	7,761
	t stockholders' equity not allowable for net capital			0
Total s	stockholders' equity qualified for net capital			7,761
Add:				
A.	Subordinated borrowings			0
B.	Other (deductions) or allowable credits			0
Total	capital and allowable subordinated borrowings			7,761
Deduc	tions and/or charges:			
A.	Non-allowable assets	\$ -		
B.	Secured demand note deficiency	0		
C.	Commodity futures contracts and spot	0		
	commodities proprietary capital charges			
D.	Other deductions and/or charges	 0		0
Net ca	pital before haircuts on securities positions			7,761
Haircu	ats on securities:			
Α.	Contractual securities commitments	0		
В.	Securities collateralizing secured demand notes	0		
C.	Trading and investment securities	0		
D.	Undue concentrations	0		
E.	Other	 0		0
Net ca	pital		\$	7,761
Anore	gate indebtedness:			
-	s included in statement of financial condition		\$	5,605
	s not included in statement of financial condition		Ψ	0
				F (0 F
Т	otal aggregate indebtedness		<u> </u>	5,605

# SCHEDULE I, (CONTINUED) COMPUTATION OF NET CAPITAL UNDER RULE 15c3-1 OF THE SECURITIES AND EXCHANGE COMMISSION As of June 30, 2004

Computation of Basic Net Capital Requirement Minimum net capital required (greater of 6.67% of aggregate indebtedness or minimum dollar net capital	
requirement of \$5,000)	\$ 5,000
Excess net capital	 2,761
Excess net capital at 1000%	\$ 7,761
Reconciliation with Company's computation (included in Part IIA of Form X-17A-5) as of June 30, 2004:  Net capital as reported in Company's Part IIA	
(Unaudited) FOCUS report Audit adjustments	\$ 6,831 930
Net capital per above	\$ 7,761

### SCHEDULE II COMPUTATION FOR DETERMINATION OF RESERVE REQUIREMENTS UNDER RULE 15c3-3 OF THE SECURITIES AND EXCHANGE COMMISSION As of June 30, 2004

During the year ended June 30, 2004, the Company carried no margin accounts, did not hold funds or securities for, or owe money or securities to customers. Therefore, the Formula for Determination of Reserve Requirements under Rule 15c3-3 was not applied since the various items required in the formula were nonexistent in the circumstances as described. A weekly determination of the required balance in the Special Reserve Account for the Exclusive Benefit of Customers. No deposits to this special account were required during the year ended June 30, 2004.

SCHEDULE III
INFORMATION RELATING TO POSSESSION OR CONTROL REQUIREMENTS
UNDER RULE 15c3-3 OF THE SECURITIES AND EXCHANGE COMMISSION
AS OF JUNE 30, 2004

The Company held no securities during the year ended June 30, 2004.

ONE WALNUT CREEK CENTER 100 PRINGLE AVENUE, SUITE 600 WALNUT CREEK, CA 94596

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### INDEPENDENT AUDITORS' REPORT ON INTERNAL ACCOUNTING CONTROL REQUIRED BY SEC RULE 17a-5

The Board of Directors
Sequoia Equities Securities Corporation
Walnut Creek, California

In planning and performing our audit of the financial statements of Sequoia Equities Securities Corporation (the Company) for the years ended June 30, 2004 and 2003, we considered its internal control structure, including procedures for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements and not to provide assurance on the internal control.

Also, as required by rule 17a-5(g)(1) of the Securities and Exchange Commission, we have made a study of the practices and procedures (including tests of compliance with such practices and procedures) followed by the Company that we considered relevant to the objectives stated in rule 17a-5(g), (1) in making the periodic computations of aggregate indebtedness (or aggregate debits) and net capital under rule 17a-3(a)(11) and the reserve required by rule 15c3-3(e); (2) in making the quarterly securities examination, counts, verifications and comparisons, and the recordation of differences required by rule 17a-13; (3) in complying with the requirements for prompt payment for securities under section 8 of Regulation T of the Board of Governors of the Federal Reserve System, and (4) in obtaining and maintaining physical possession or control of all fully paid and excess margin securities of customers as required by rule 15c3-3.

The management of the Company is responsible for establishing and maintaining an internal control structure and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of controls, and of the practices and procedures referred to in the preceding paragraph, and to assess whether those practices and procedures can be expected to achieve the SEC's above mentioned objectives. Two of the objectives of internal control and the practices and procedures are to provide management with reasonable, but not absolute, assurance that assets for which the Company has responsibility are safeguarded against loss from

The Board of Directors
Sequoia Equities Securities Corporation
Page two

unauthorized use or disposition, and that transactions are executed in accordance with management's authorization and recorded properly to permit preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(g) lists additional objectives of the practices and procedures listed in the preceding paragraph.

Because of inherent limitations in internal control or the practices and procedures referred to above, error or fraud may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of internal control would not necessarily disclose all matters in the internal control structure that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control components does not reduce to a relatively low level the risk that error or fraud in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving internal control, including control activities for safeguarding securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at June 30, 2004 and 2003, to meet the Commission's objectives.

This report is intended solely for the information and use of the Board of Directors, management, the SEC, NASD, and other regulatory agencies that rely on rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and should not be used for any other purpose.

F. T. Andrew + Co.

August 6, 2004